

NATIONAL DAIRY MARKET AT A GLANCE

At the Chicago Mercantile Exchange (CME), Grade AA butter decreased 8 cents to \$1.5200, Grade A decreased 24 1/2 cents to 1.2500, and Grade B decreased 24 1/2 cents to \$1.2500. Also at the CME, barrel cheese prices decreased 3/4 of a cent to \$1.2925 and 40# blocks increased 1/4 cent to \$1.4350.

The "basic formula price used in Federal Orders" (BFP) for November 1997 is \$12.96 per cwt. at 3.5% test. This price is 13 cents more than last month and \$1.35 more than November 1996. The November BFP is the base month M/W price of \$12.91 plus a change of \$.05, which is the change in the butter/powder/cheese formula from October to November. For November, the NASS U.S. average 40# block cheese price was \$1.3852. The butterfat differential was \$0.167. Class III-A prices are: for Federal Orders 1 & 2, \$14.07; for Order 4, \$14.09; for Orders 124, 131, & 135, \$13.89; for other affected orders, \$14.01.

On December 4, 1997, on behalf of the U.S. Department of Agriculture, the U.S. Department of Justice has filed a motion for a stay pending appeal in the Eighth Circuit of the U.S. Court of Appeals in Minnesota. This motion results from a Nov. 3, 1997, ruling by a federal judge in Minnesota that enjoins the Secretary of Agriculture from enforcing existing Class I differentials in certain Federal milk marketing order areas. A request to the original District Court judge to stay his injunction is also pending. If the stay is granted, by either Court, USDA could continue to enforce Class I differentials in all Federal milk orders during the appeals process. USDA continues developing the major milk marketing order reforms called for in the 1996 Farm Bill and expects an announcement of a proposed rule early in 1998.

During November DEIP acceptances totaled: 16,116 Metric Tons (MT) of NDM; 493 MT of whole milk; 567 MT of cheese; and 2,050 MT of butter and anhydrous milkfat.

Milk production is showing seasonal increases in many areas of the country. Surplus milk volumes were generally minimal over the extended holiday weekend. Fluid orders were generally strong for both regular and holiday feature orders. Cream demand is still good from both butter makers and Class II accounts. Some unsettledness is developing on pricing. While multiples are steady, buyers are demanding they be based on upcoming butter markets. Their thoughts and feelings are that butter prices will follow historic December trends and decline in price. Butter orders are good following the recent Thanksgiving holiday buying season. Some contacts were concerned over movements, but early indications are that butter sales were good. Seasonal interest remains good for sour cream and cream cheese.

Nonfat dry milk prices are holding mostly steady in all regions. Despite some new DEIP acceptances, offerings remain in excess of current industry needs. Dry whey markets remain slightly firm and are helped by the limited availability of additional whey. Demand is clearing offerings and supported by both edible and animal feed accounts. Buttermilk prices are mainly steady and demand is sometimes improved from seasonal accounts. Supplies are readily available in most regions.

During the period of November 26 - December 5, CCC purchased 773,814 pounds of Western NDM under the price support program.

****SPECIAL THIS ISSUE****

NOVEMBER AG PRICES, 11/26 CME ACTIVITY (PAGE 2)
CHEDDAR CHEESE, NDM, BUTTER, BFP, AND FLUID MILK FUTURES (PAGE 7)
INTERNATIONAL DAIRY MARKET NEWS (PAGE 8)
NOVEMBER MONTHLY SUMMARIES AND AVERAGES (PAGES 9 - 10)
NOVEMBER DEIP BID ACCEPTANCES (PAGES 11 - 12)

BUTTER MARKETS**CHICAGO WHOLESALE**

Dollars per pound, trucklot, bulk in fiber boxes, delivered metropolitan area, prices include CCC purchase price whenever bulk butter is moving to CCC from the Midwest area.

| GRADE | NOV 28 & DEC 2 | DECEMBER 4 | DECEMBER 5 |
|-------|-------------------|-------------------|-------------------|
| AA | \$1.6000 - 1.6100 | \$1.6000 - 1.6100 | \$1.6000 - 1.6100 |
| A | \$1.4950 - 1.5050 | \$1.4950 - 1.5050 | \$1.4950 - 1.5050 |

() Change from previous price.

BUTTER HIGHLIGHTS: At the Chicago Mercantile Exchange, Grade AA butter decreased 8 cents to \$1.5200, Grades A and B both decreased 24 1/2 cents to \$1.2500. The market tone is weaker and still unsettled. This drop is a little earlier than some had expected, but not a big surprise. Most contacts expect further drops in the coming weeks. Production levels range from light to moderate. Demand is fair to good, but most buyers are trying to stay as current as possible.

CHICAGO MERCANTILE EXCHANGE**BUTTER TRANSACTIONS ON FRIDAY, DECEMBER 5, 1997**

(CARLOT UNIT = 40,000 - 42,000 LBS.)

| GRADE | PRICE CHANGE | LAST SIGNIFICANT TRANSACTION - LST |
|-------|--------------|------------------------------------|
| AA | -.0800 | \$1.5200 : BID 12/05/97 |
| A | -.2450 | \$1.2500 : OFFER 12/05/97 |
| B | -.2450 | \$1.2500 : OFFER 12/05/97 |

SALES: 4 CARS GRADE AA:
2 @ \$1.4000, 1 @ \$1.3975, 1 @ \$1.3950

BIDS UNFILLED: 7 CARS GRADE AA: 2 @ \$0.9000,
3 @ \$0.9500, 1 @ \$1.0500, 1 @ \$1.5200 (LST)
1 CAR GRADE A @ \$0.900

OFFERS UNCOVERED: 1 CAR GRADE AA @ \$1.6000
2 CARS GRADE A: 1 @ \$1.4500, 1 @ \$1.2500 (LST)
1 CAR GRADE B @ \$1.2500 (LST)

CHEESE MARKETS**WISCONSIN ASSEMBLY POINTS**

Dollars per pound, standard moisture basis (37.8-39.0%), carlot/trucklot, F.O.B. plants or storage centers, prices include CCC purchase price whenever cheese is moving to CCC from the Midwest area.

| CHEDDAR STYLES | DECEMBER 1 - 5, 1997 |
|----------------|--------------------------------------------------|
| BARRELS* | \$1.3000 - 1.3200 (NOMINAL) (-.0050) (-.0050) |
| 40# BLOCKS | \$1.4625 - 1.4675 (NOMINAL) (.0125) (.0075) |

() Change from previous week. * If steel, barrel returned.

CHEESE HIGHLIGHTS: The cheese market is firm on blocks, weak on barrels, though nervousness is developing on block prices. At the CME, in moderate trading, 40# blocks increased 1/4 cent to \$1.4350 and barrels decreased 3/4 of a cent to \$1.2925. Natural supplies are tight to in balance with barrel holdings tight to adequate. Manufacturing schedules remain seasonal. In many areas, very limited supplies of extra milk were available over the holiday weekend. See page 13 of this report for a summary of a CCC cheese purchase and another invitation for January delivery.

CHEESE TRANSACTIONS ON THURSDAY, DECEMBER 4, 1997

(CARLOAD UNIT = 40,000-44,000 LBS.)

| CHEDDAR STYLES | PRICE CHANGE | LAST SIGNIFICANT TRANSACTION |
|----------------|--------------|------------------------------|
| BARRELS | -.0075 | \$1.2925 : SALE 12/04/97 |
| 40# BLOCKS | +.0025 | \$1.4350 : SALE 12/04/97 |

SALES: 6 CARS BARRELS:
2 @ \$1.3000, 1 @ \$1.3100, 1 @ \$1.2975,
1 @ \$1.2950, 1 @ \$1.2925 (LST)
11 CARS 40# BLOCKS @ \$1.4350 (LST)

BIDS UNFILLED: NONE

OFFERS UNCOVERED: 2 CARS BARRELS:
2 @ \$1.3025, 1 @ \$1.3000

Last week's trading activity can be found on page 2.

CHEESE TRADING ACTIVITY AT THE NOVEMBER 26, CME

SALES: 23 CARS BARRELS:
 6 @ \$1.3050, 3 @ \$1.3150, 1 @ 1.3125,
 2 @ \$1.3225, 2 @ \$1.3250, 1 @ \$1.3325,
 1 @ \$1.3275, 1 @ \$1.3375, 1 @ \$1.3350,
 1 @ \$1.3450, 1 @ \$1.3550, 1 @ \$1.3400,
 1 @ \$1.3500, 1 @ \$1.3000 (LST)
 24 CARS 40# BLOCKS:
 11 @ \$1.4300, 13 @ \$1.4325 (LST)

BIDS UNFILLED: NONE

OFFERS UNCOVERED: 7 CARS BARRELS
 5 @ \$1.3825, 1 @ \$1.3650, 1 @ \$1.3050

NASS CHEDDAR CHEESE PRICE SURVEY

WEEK ENDING - NOVEMBER 21 - REVISED

| | MN/WI | WEST | U.S. |
|-------------|---------|-----------|-----------|
| 40# BLOCKS | 1.4430 | 1.3719 | 1.3884 |
| | 873,026 | 4,097,030 | 5,401,882 |
| 640# BLOCKS | | | U.S. |
| | | | 1.3484 |
| | | | 1,562,137 |

BARRELS (adjusted to 39% moisture)

| | MN/WI | WEST | U.S. |
|--|-----------|-----------|-----------|
| | 1.3427 | 1.3226 | 1.3303 |
| | 3,306,215 | 5,199,181 | 8,505,396 |

NOVEMBER AGRICULTURAL PRICES SUMMARY

The All Farm Products Index of Prices Received in November was 107 based on 1990-92=100, unchanged from October. Price increases from October for soybeans, eggs, tomatoes, and grapes more than offset price decreases for lettuce, corn, peanuts, and hogs. The seasonal changes in the mix of commodities farmers sell also affect the overall index level. Lower seasonal marketings of soybeans, peanuts, potatoes, and lettuce more than offset the relatively higher marketings of cotton lint, milk, cattle, and cottonseed. These marketing changes offset the slight increase in prices.

The U.S. average All Milk price in November was \$14.30 per cwt. at a fat test of 3.76%, up \$.30 from last month, down \$.90 from last year. For Fluid Grade Milk, prices averaged \$14.40 per cwt. (3.76%), up \$.40 from last month, down \$.90 from last year. Dairy farmers marketing Manufacturing Grade Milk received \$13.30 per cwt. (3.92%), up \$.10 from last month, up \$.90 from last year. All Milk prices with fat tests and comparisons to last month for the following selected states were: California, \$13.30 (3.74%), up \$.39; Wisconsin, \$14.50 (3.86%), up \$.23; New York, \$14.60 (3.79%), up \$.50; Pennsylvania, \$14.70 (3.70%), unchanged; and, Minnesota, \$14.40 (3.89%), up \$.13.

The November Index of Prices Paid by Farmers for Commodities and Services, Interest, Taxes and Farm Wage Rates was 116% of the 1990-92 average. The index was unchanged from October 1997 but was up 1 point (0.9%) from November 1996. Since October 1997, lower prices for feed concentrates, complete feeds, replacement livestock, gasoline, and feed grains were partially offset by higher diesel fuel, farm machinery, agricultural chemical, and LP gas prices.

PRINT BUTTER MARKETS - GRADE AA

NORTHEAST

Prices are unchanged, but the market tone is still unsettled. Contacts now wonder if, when, and how far butter prices will drop. Most know the typical December pattern of prices at the CME and are trying to keep purchases and inventories as current as possible. Some producers have already cut back on churning unless cream prices are attractive enough to warrant increased butter production. Some producers are trying to catch up with orders, but they are not building stocks. Retail demand was fair to good, but high prices didn't help. Food service orders are good.

 WHOLESALE PRICES: MIN 25 BOXES
 DOLLARS PER POUND, DELIVERED EAST COAST CITIES

| | |
|----------------|-----------------|
| 1/4 LB. PRINTS | : 1.8100-2.0575 |
| 1 LB. PRINTS | : 1.7250-1.9075 |
| CHIPS/PATTIES | : 1.7875-1.9675 |
| REDDIES | : 1.8625-2.0575 |
| CONTINENTALS | : 1.9425-2.1175 |

CENTRAL

Prices are unchanged. However, the market tone remains unsettled. Contacts at all levels of the market are uncertain about possible future price changes and are proceeding cautiously. Historically, butter prices fall in mid-December, but contacts are speculating about when, if, and how much prices may fall. Butter stocks are still reported as tight, but orders are not as aggressive as some had expected. Buyers seem to be assessing their Thanksgiving sales and remaining inventories before ordering for the year end holidays. Production levels were up slightly over the holiday weekend. Although, producers who expect price drops in the near future, are trying to limit their output. Retail sales are fair and food service orders are fair to good.

FOB CENTRAL STATES PLANTS: MIN 20,000 POUNDS, \$ PER POUND

| | |
|----------------|-----------------|
| 1/4 LB. PRINTS | : 1.7000-2.1075 |
| 1 LB. PRINTS | : 1.6650-1.8275 |
| CHIPS/PATTIES | : 1.6900-1.9000 |
| REDDIES | : 1.7750-2.0100 |
| CONTINENTALS | : 1.9300-2.1200 |

WEST

Western print butter prices are holding steady. Most sellers are very pleasantly surprised at how strong reorders are coming in after the Thanksgiving holiday. Some are even calling the reorders "huge". Both bulk and print orders are good. A number of churns are making butter only to order. This means that butter stocks are on the tight side and, because of the short delivery times available, this is a concern for filling orders in a timely fashion for end of the year holidays. Demand for cream is excellent, further limiting churning activity. Stocks are generally tight. Many contacts are anticipating that market prices on the Exchange may weaken in the next few weeks for historical and calendar reasons more than current supply and demand conditions.

 WHOLESALE SELLING PRICES: DELIVERED WESTERN CITIES
 150 - 1000 POUNDS, DOLLARS PER POUND

| | |
|----------------|-----------------|
| 1/4 LB. PRINTS | : 1.8825-1.9300 |
| 1 LB. PRINTS | : 1.8125-1.8725 |
| PATTIES | : 1.8550-2.0200 |
| REDDIES | : 1.9800-1.9975 |

 FOB CALIFORNIA PLANTS - GRADE AA
 100 CASES AND UP, DOLLARS PER POUND

| | |
|----------------|-----------------|
| 1/4 LB. PRINTS | : 1.5975-1.6375 |
|----------------|-----------------|

 WEEKLY COLD STORAGE HOLDINGS - SELECTED STORAGE CENTERS
 IN THOUSAND POUNDS - INCLUDING GOVERNMENT STOCKS

| | BUTTER | CHEESE |
|----------|--------|-----------|
| 12/01/97 | 5,661 | : 104,357 |
| 11/01/97 | 12,578 | : 109,419 |
| CHANGE | -6,917 | : -5,062 |
| % CHANGE | -55 | : -5 |

Based on the historical relationship of the preliminary U.S. Cold Storage report of Oct. 31, 1997 and the selected centers storage report, the expected U.S. holdings as of Dec. 1, 1997 are:

Butter 12 million pounds plus or minus 4.98 percent
 Cheese 381 million pounds plus or minus 2.52 percent

NASS CHEDDAR CHEESE PRICE SURVEY

| WEEK ENDING | MN/WI | 40# BLOCKS WEST | U.S. | 640# BLOCKS U.S. | BARRELS (adjusted to 39% moisture) MN/WI | OTH STATES | U.S. |
|-------------|---------|--------------------|-----------|---------------------|---------------------------------------------|------------|-----------|
| NOVEMBER 28 | 1.4503 | 1.3704 | 1.3864 | 1.4047 | 1.3299 | 1.2973 | 1.3093 |
| | 828,482 | 3,953,664 | 5,038,214 | 970,098 | 2,463,899 | 4,148,900 | 6,612,799 |

Further data may be found on the Internet at: <http://usda.mannlib.cornell.edu/reports/nassr/price/cheddar/>

CHEESE MARKETS

NORTHEAST

Prices are lower for process items, higher for natural styles, and unchanged on Swiss. The market tone is mixed. There is good demand for cheddar, particularly aged, but the call for process isn't as brisk as many had hoped. With the Christmas shopping season in full swing, process cheese sales through fast food outlets and other restaurants are expected to improve. Retail sales are about steady. Cheese production has been relatively light, but a little more milk was available over the long, holiday weekend. Cheddar stocks are mostly adequate for needs. Mozzarella production and sales are steady.

WHOLESALE SELLING PRICES: DELIVERED,
DOLLARS PER POUND (1000 - 5000 POUNDS MIXED LOTS)

| | | |
|-----------------------------|---|---------------|
| Cheddar 10# Prints | : | 1.4350-1.9150 |
| Cheddar Single Daisies | : | 1.4050-1.9200 |
| Cheddar 40# Block | : | 1.5700-1.7300 |
| Process 5# Loaf | : | 1.5100-1.6375 |
| Process 5# Sliced | : | 1.5300-1.6950 |
| Muenster | : | 1.6125-1.9925 |
| Grade A Swiss Cuts 10 - 14# | : | 2.2500-2.5050 |

MIDWEST

The cheese market is steady on natural, unsettled to weak on barrels. At the Chicago Mercantile Exchange on November 24, the price of blocks increased .75 cent to \$1.4325, but barrels declined .50 cent to \$1.3000 per pound. Many traders are surprised that the spread continues to increase, despite some efforts to narrow the spread by reducing barrel output. Process movement is steady at seasonally moderate levels. Current natural demand and orders are mostly steady. Packagers have been operating on seasonally active schedules trying to prepare holiday orders. Current natural supplies are about in balance. Aged cheddar interest is seasonal with the usual hit and miss pattern with available supplies. The interruption caused by the holiday has caused some additional overtime to occur. In at least some areas of the region, holiday surplus milk supplies were limited. Milk intakes are starting to show more consistent week to week increase patterns.

WISCONSIN WHOLESALE SELLING PRICES: DELIVERED,
DOLLARS PER POUND (1000 - 5000 POUNDS MIXED LOTS)

| | | |
|---------------------------------------------|---|---------------|
| Process American 5# Loaf | : | 1.4975-1.6600 |
| Brick And/Or Muenster 5# | : | 1.6900-1.8900 |
| Cheddar 40# Block | : | 1.6825-1.9150 |
| Monterey Jack 10# | : | 1.8800-1.9150 |
| Blue 5# | : | 2.0350-2.2300 |
| Mozzarella 5 - 6# (Low Moisture, Part Skim) | : | 1.7700-1.9150 |
| Grade A Swiss Cuts 6 - 9# | : | 2.2800-2.4850 |

WEST

Western process prices are steady to fractionally lower and natural prices are fractionally higher. Process sales are mixed with some contacts calling the market slower than anticipated while others are calling the market quite good. Contacts are watching their inventory levels very closely with the possibility of lower prices in the near future. Blocks are moving better in comparison with barrels. Stocks are in good balance. Cheese production was slightly heavier due to some additional milk being available because of the long holiday weekend. The additional offerings were minimal and welcome.

WHOLESALE SELLING PRICES: DELIVERED, DOLLARS PER POUND
(1000 - 5000 POUNDS MIXED LOTS)

| | | |
|---------------------------|---|---------------|
| Process 5# Loaf | : | 1.4900-1.7425 |
| Cheddar 40# Block | : | 1.6150-1.7300 |
| Cheddar 10# Cuts | : | 1.7500-1.9550 |
| Monterey Jack 10# | : | 1.7150-1.9175 |
| Grade A Swiss Cuts 6 - 9# | : | 2.3375-2.5600 |

FOREIGN TYPE CHEESE

Prices are unchanged to fractionally higher and the market tone is seasonally firm. Sales of table cheese are near peak levels. However, higher retail prices do tend to hurt sales. There is some additional interest on domestically made styles or brands because of price differences. According to the FAS, U.S. cheese imports for the first nine months of 1997 totaled 62.59 million kilograms (approx. 138 million lbs.), down 6.65 million kilograms (9.6%) from the same period last year.

WHOLESALE SELLING PRICES: FOB DISTRIBUTORS DOCK
DOLLARS PER POUND (1000 - 5000 POUNDS, MIXED LOTS)

| VARIETY | NEW YORK | |
|--------------------------|-------------------|------------------|
| | IMPORTED | DOMESTIC |
| | : | : |
| Roquefort | : 5.5000-6.8900 | : -0- |
| Blue | : 2.6400-3.1400 | : 1.7675-2.3775* |
| Gorgonzola | : 3.2400-5.9400 | : 2.4325-2.4950* |
| Parmesan (Italy) | : TFEWR | : 3.1775-3.2150* |
| Romano (Italy) | : 2.0900-2.9000 | : -0- |
| Provolone (Italy) | : 3.4400-5.5000 | : 1.4400-1.9475* |
| Romano (Cows Milk) | : -0- | : 2.9650-3.2175* |
| Sardo Romano (Argentine) | : 2.6500-3.2900 | : -0- |
| Reggianito (Argentine) | : 2.6500-3.2900 | : -0- |
| Jarlsberg-(Brand) | : 2.7400-3.1200 | : -0- |
| Swiss Cuts Switzerland | : -0- | : 2.2500-2.5050 |
| Swiss Cuts Finnish | : 2.5900-2.8500 | : -0- |
| Swiss Cuts Austrian | : 2.2500-2.7500 | : -0- |
| Edam | : | : |
| 2 Pound | : TFEWR | : -0- |
| 4 Pound | : 2.1900-3.0900 | : -0- |
| Gouda, Large | : 2.3900-3.1500 | : -0- |
| Gouda, Baby (\$/Dozen) | : | : |
| 10 Ounce | : 27.8000-31.7000 | : -0- |

* = Price change.

FLUID MILK AND CREAM

E A S T

Milk production is increasing in more of the Southern states. Milk output is steady to slightly heavier in the Northeast. Snowfalls of 1-3 feet in the northern most areas of New York and New England have forced cows to be barned. This usually negatively affects the milk flow until the cows adjust to being inside. Fluid milk supplies are in better balance in the Northeast, but still tight in scattered areas. Florida handlers took in only 23 loads this week and shipments into the Carolinas were also down sharply. This left more surplus milk for manufacturing in the Middle Atlantic and other shipping areas. Bottled milk sales are slower after Thanksgiving, but bottlers were very active refilling school lunch pipelines. The condensed skim market is steady and prices are slightly higher. However, some suppliers, anticipating sharply lower butter prices, have announced higher condensed prices for December. Sales at these levels have not been confirmed at this time. The fluid cream market is steady. Offerings are fully adequate and multiples are steady to lower. Multiples are 134-145 mostly 138-140 times the A butter price, f.o.b. Demand ranges from slow to fairly good. Interest was best early in the week. Some ice cream producers are taking heavy volumes as they prepare for down time during the holidays. Others are making a little less ice cream and hoping for lower cream/fat prices later in the month. Egg nog output is slow, but expected to be back on line in a week to ten days. Sour cream and cream cheese production is heavy and seasonal demand for both is good. Cream cheese is being exported under DEIP. Volumes are not too heavy, but bids for nearly 350,000 lbs. were accepted during November. Cream bottlers are very active as they prepare for the year end holidays. Churning activity is mixed ranging from generally light to moderately heavy.

FLUID CREAM AND CONDENSED SKIM PRICES IN TANKLOT QUANTITIES

SPOT PRICES OF CLASS II CREAM, \$ PER LB BUTTERFAT

| | | |
|----------------------------------------|---|---------------------------------|
| F.O.B. Producing Plants: Northeast | - | 2.0033 - 2.1678 |
| Delivered Equivalent Atlanta | - | 2.0033 - 2.2440 M 2.0354-2.0930 |
| F.O.B. Producing Plants: Upper Midwest | - | 2.0631 - 2.1678 |

PRICES OF CLASS II CONDENSED SKIM, \$ PER LB WET SOLIDS

| | | |
|------------------------------------|---|-----------------|
| F.O.B. Producing Plants: Northeast | - | 1.0000 - 1.0500 |
|------------------------------------|---|-----------------|

M I D W E S T

WISCONSIN SPOT SHIPMENTS:

| SPOT SHIPMENTS: | LOADS |
|--------------------------------|-------|
| NOVEMBER 26 - DECEMBER 4, 1997 | 0 |
| PREVIOUS WEEK | 0 |
| COMPARABLE WEEK IN 1996 | 0 |

Class I sales were irregular, as schools closed over the long holiday weekend, though volumes rebounded with their reopening this week. Some retail bottled milk promotions late last week limited the volumes of surplus milk available to manufacturing plants. Other bottlers had extra milk and pushed some volumes back to suppliers. Milk supplies overall remain seasonally tight. Many handlers were surprised how little extra milk supplies actually ended up being available over the Thanksgiving holiday and little, if any, was reported cleared at below class prices. Manufacturing schedules did increase at some plants with intakes backed up in a few plants. Not included in the out of area total are the 24 loads of Wisconsin milk that are "direct shipped" and pooled under a Southern Federal Order. Under intra regional shipments from Wisconsin, 16 loads were shipped to Ohio, 8 loads to Michigan, and 6 loads to Missouri. These other shipments were generally not affected by the holiday. Milk production has generally hit the bottom for the year in the upper tier of states and has started the slow week by week increase pattern. In the Missouri

area, milk receipts are generally steady to slightly higher. Cream demand is still good though buyers are trying to limit purchases to short term needs as many expect prices to fall within a few weeks after most year end holiday orders are filled. Weekend cream prices are occasionally traded at prices well below the range (under \$2.00) as options were limited for some sellers. Most fieldwork has been completed until next year except for the usual manure hauling and regular chores as snow has blanketed many parts of the upper tier of Midwestern states.

WISCONSIN LIVESTOCK AUCTIONS (PER CWT.)

| | NOV 25 - DEC 3 | PREVIOUS YEAR |
|---------------------------|-----------------|-----------------|
| SLAUGHTER COWS | \$ 31.00- 36.00 | \$ 26.00- 33.00 |
| REPLACEMENT HEIFER CALVES | \$ 90.00-165.00 | \$ 90.00-180.00 |

SOUTH ST. PAUL TERMINAL AUCTION MARKET (PER CWT.)

| | NOV 25 - DEC 3 | PREVIOUS YEAR |
|----------------|-----------------|-----------------|
| SLAUGHTER COWS | \$ 31.00- 38.75 | \$ 26.50- 33.00 |

W E S T

The November 4a price (butter/powder) in California is \$13.85, up 63 cents from October 1997 and \$1.52 higher than last year. The 4b price (cheese) is \$12.33, 15 cents higher than last month and 92 cents more than last year. Weather conditions remain seasonally cooler in Arizona and New Mexico and are providing good milk producing environments. Milk production levels are seasonally mixed in California. Cooler weather conditions are impacting output in the northern parts of the state. Milder weather conditions are more prevalent in central California. Output is holding steady with recent weeks. In more southern California, production remains good. In all areas, output is outpacing 1996 levels. Feed costs remain a big concern for producers. Transportation issues have placed additional pressure on feed availability and are impacting prices. Cream demand is fair to good. Multiples in California are around the 128 to 132 range, but more unsettled as the week progresses. The unsettledness surrounding butter prices is evident in the market. Buyers are starting to demand that prices be based off the upcoming market, not last week's. They do not want to be caught with high-priced cream should butter prices drop, as some contacts anticipate. The U.S. "all milk" price for November is \$14.30 at a fat test of 3.76%. All milk prices for selected Western states for November are as follows: Arizona \$14.20 at 3.59%, California \$13.30 at 3.74%, Colorado \$14.00 at 3.73%, Idaho \$12.90 at 3.63%, New Mexico \$13.70 at 3.60%, Oregon \$14.70 at 3.76%, Utah \$13.30 at 3.76%, and Washington \$14.80 at 3.74%. Conditions are generally dryer and cooler than normal in the Pacific Northwest. Concern is being expressed about the early season lack of snow in the Cascades with the hope that it is only a short term problem. More producers are trying to increase feeding rates of corn silage to offset expensive and poor quality hay supplies. Concentrate prices are also a concern. Many producers and contacts are discussing the impact that doing away with Class I differentials might have on their markets. Heifer prices are declining based on the hay situation. Cull prices increased as slaughter numbers declined due to the long holiday weekend. Some producers report that milk output might be close to turning from negative to positive compared to 1996. Very little additional milk became available for processing over the long holiday weekend. Any that was available cleared very easily. Milk supplies generally continue to decline seasonally in the northern Mountain States region. Weather conditions are moderate, reducing the feeding rate necessary for dairy cattle at this time. Export hay demand may be slowing due to the unstable currency situation in the Far East. Pricing is steady with most available hay stocks in the hands of resellers and not producers. Quality remains a big concern for most buyers.

CENTRAL AND WEST DRY MILK PRODUCTS

All reports, except California manufacturing plants, were released 12/04/97 and represent FOB Central and Western production areas. Prices represent CL/TL quantities in 50 lb., 100 lb., or 25 kg. bags, spray process, dollars per pound.

NONFAT DRY MILK - CENTRAL

Prices are fractionally higher on the top end of the range. The overall market tone is weak. Interest in high heat production has improved as the peak holiday baking season approaches. Drying schedules were mixed over the Thanksgiving weekend. Some plants were fairly active as a result of more surplus milk, but in other areas, drying times were minimal because strong fluid sales absorbed most of the available milk. Producers' stocks range from moderate to excessive.

Includes EXTRA GRADE and GRADE A, all heat treatments

NONFAT DRY MILK: 1.0400 - 1.1050 MOSTLY: 1.0450 - 1.0600

DRY BUTTERMILK - CENTRAL

Prices are fractionally higher on the top end. The market tone continues to be weak. Demand is unaggressive and limited. Offers are available from most producers and resellers. Production levels are down as churning levels are lighter. Stocks are balanced to heavier than desired. Some suppliers are pushing sales at prices below the range to decrease inventories.

BUTTERMILK: .9400 - .9825

DRY WHEY - CENTRAL

Both ranges have increased slightly. The market tone is firm. Demand continues from feed and edible buyers. A few contacts report limited offerings from plants, but many are looking to the resale market to fill immediate needs. Some end users speculate that prices will fall soon and are buying with caution. Spot sales are active and loads quickly clear the market when offered. Production levels range from steady to lower than desired. Until producer stocks begin to develop, contacts believe that the high prices will hold.

NONHYGROSCOPIC: .3200 - .3375 MOSTLY: .3225 - .3300

ANIMAL FEED WHEY - CENTRAL

Prices for standard, roller ground, and delactose are unchanged and nominal. Milk replacer prices are higher and nominal. Buying interest remains strong. Supplies are tightening as a result of lower edible whey production levels. Feed buyers are purchasing all the offgrade whey they can obtain. Offerings are generally light for standard and roller ground. There is some increased interest noted for delactose as a less expensive source of protein for rations.

MILK REPLACER: .2900 - .3225
STANDARD: .2775 - .3050
ROLLER GROUND: .3250 - .3300
DELACTOSE (Min. 20% protein): .3400 - .3650

LACTOSE - CENTRAL AND WEST

Prices are steady and the market tone is improved. Demand has increased and sales activity is stronger. Some orders are being turned away as inventories drop lower. A few end users are being caught short for usage in reformulations. Many contacts continue to negotiate first quarter and yearly contracts. Buyers often want to secure agreements early in order to obtain specific quality product for the upcoming year.

Including spot sales and up to 3 month contracts. Mesh size 30 - 100.

EDIBLE: .1800 - .2600 MOSTLY: .2000 - .2200

WHEY PROTEIN CONCENTRATE - CENTRAL AND WEST

Prices are higher and the market tone is showing strength. Demand is strong, especially from feed accounts as they continue to search for lower cost whey replacements in rations. Supplies are tightening and many producers are sold out. Limited amounts are available for spot sales. The combination of decreasing inventories and high edible whey prices has put upward pressure on WPC markets. Stocks range from adequate to short of needs.

EXTRA GRADE 34% PROTEIN: .5725 - .6225 MOSTLY: .6025 - .6100

NONFAT DRY MILK - WEST

NDM prices are steady for both price series and the market undertone continues to be on the weak side. The FAS announced DEIP bid acceptances totaling nearly 12,000 MT of NDM to Mexico. Currently, production runs are mixed. Some plants are increasing drying times to handle surplus milk, while good calls for fluid and other needs are limiting drying at other locations. A Western producer offered NDM to the CCC under the price support program early this week. Producer contacts remain concerned about the change in the support price on January 1. Most people feel that only the mandated change to represent the 15-cent drop in the milk price will take effect. However, the concern that the tilt could/may be adjusted also has some producers planning to put 1997 produced holiday surplus in government bags. This would allow offering to the CCC under the current support price of \$1.0470. NDM stocks remain available from most plants and numerous resellers in the region.

Includes EXTRA GRADE and GRADE A

LOW/MEDIUM HEAT: 1.0300 - 1.0650 MOSTLY: 1.0300 - 1.0500
HIGH HEAT: 1.0550 - 1.0875

DRY BUTTERMILK - WEST

Prices are mostly steady for both ranges. The market tone remains weak. Additional offerings are available in the region and from resellers, but demand is light. Buyers are not very aggressive at any pricing level. Churning levels are mixed with butter makers very cautious at current butter prices. Sales of cream are good and are limiting churning. Buttermilk stocks continue to be greater than needs.

BUTTERMILK: .9000 - .9800 MOSTLY: .9300 - .9400

DRY WHEY - WEST

The Western whey price range widened and the mostly increased fractionally. The general market undertone remains firm. Some additional offerings are noted from producers, but they are clearing very easily. Little new resale activity is noted. Production increased slightly over the holiday weekend. Stocks remain closely balanced to short of trade needs. Contacts are beginning to look at making sales into the new year. Both sides of the transactions are uncertain as to how pricing will eventually work out.

NONHYGROSCOPIC: .2650 - .3200 MOSTLY: .2850 - .2950

CALIFORNIA MANUFACTURING PLANTS

The weighted average price for Extra Grade and Grade A Nonfat Dry Milk for the seven day period ended November 28, on powder sales of 7,280,919 pounds f.o.b. California manufacturing plants was \$1.0440 per pound. This compares to 11,278,174 pounds at \$1.0434 for the previous week ending November 21, 1997. Prices for both periods were influenced by the effect of long-term contract sales. Compiled by the Dairy Marketing Branch, California Department of Food and Agriculture.

NORTHEAST, SOUTHEAST, AND NATIONAL MILK PRODUCTS

All reports represent carlot/trucklot quantities in 50 lb., 100 lb., or 25 kg. bags, spray process, dollars per pound, unless otherwise specified. Delivered Southeast is delivered equivalent Atlanta.

NONFAT DRY MILK - NORTHEAST AND SOUTHEAST

Prices and the market tone are unchanged. Production levels are starting to increase now that milk shipments to Southeastern handlers are dramatically lower and milk production is starting to move slightly higher. Producer stocks, though heavy, are in better balance. Some producers have worked their inventories down to the point where they are having to make more low heat NDM to meet orders. High heat powder is still in relatively tight supply. Most butter/powder plants came through the Thanksgiving weekend without any problems. Surplus milk volumes were not very heavy. Domestic demand is steady, but relatively unaggressive. Export sales via DEIP are more common and clearing quite a bit of Eastern powder.

Includes EXTRA GRADE and GRADE A, all heat treatments

F.O.B. NORTHEAST: 1.0400 - 1.1400 MOSTLY 1.0500 - 1.0700
DELVD SOUTHEAST: 1.0700 - 1.0850

DRY BUTTERMILK - NORTHEAST AND SOUTHEAST

Prices and the market tone are steady. Production levels are light to moderate and producers' stocks are closely balanced. Most plants have some powder on hand for immediate shipment, but volumes are manageable. Demand is just fair. For the past few weeks, traders and producers are reporting little spot interest for dry buttermilk.

F.O.B. NORTHEAST: .9700 - 1.0000
DELVD SOUTHEAST: .9700 - 1.0250

DRY WHOLE MILK - NATIONAL

Prices and the market tone are mostly unchanged. However, some DEIP contracts were made for future delivery at prices below the current range. There have been no new DEIP bid acceptances since mid-November. Domestic demand is slow to fair and often for LTL quantities. Production levels are mostly geared to filling contracts.

F.O.B. PRODUCING PLANT: 1.3500 - 1.5000

DEIP BID ACCEPTANCE SUMMARY

JULY 1, 1997 THROUGH NOVEMBER 28, 1997
WITH CHANGES FROM PREVIOUS REPORT

| | | | |
|-------------------|----|--------|----------------------|
| NONFAT DRY MILK | -- | 71,365 | MT (157,331,278 LBS) |
| CHANGE | -- | 11,985 | MT (26,422,131 LBS) |
| WHOLE MILK POWDER | -- | 3,913 | MT (8,626,600 LBS) |
| CHEESE | -- | 1,615 | MT (3,560,429 LBS) |
| CHANGE | -- | 89 | MT (196,209 LBS) |
| BUTTERFAT | -- | 14,339 | MT (31,611,759 LBS) |
| CHANGE | -- | 723 | MT (1,593,926 LBS) |

Allocations for the DEIP year beginning July 1, 1997 are:

Nonfat dry milk - 92,217 MT; Whole Milk Powder - 7,487 MT;
Cheese - 3,510 MT; Butterfat - 34,232 MT

DRY WHEY - NORTHEAST AND SOUTHEAST

Prices are mostly steady. The market tone remains firm. Most Eastern producers continue to report being sold out for the next several weeks. Many are just trying to get caught up with existing orders/contracts. Demand is fair to good and easily clears any offerings. However, there is still resistance to the higher prices. Most spot sales are resales. Reports indicate that buyers and producers are negotiating next year's contracts. Suppliers, particularly those who had to cut contracts this year, may not contract such a high percentage of their 1998 output. Export interest is limited by current high prices.

| | | |
|-------------------|--------------|---------------|
| F.O.B. NORTHEAST: | EXTRA GRADE | .3175 - .3275 |
| | USPH GRADE A | .3450 - .3625 |
| DELVD SOUTHEAST: | | .3350 - .3675 |

ANIMAL FEED WHEY - NORTHEAST

Prices remain too few to report. Demand is slow to good depending on the segment of the market. Veal growers are commenting on the tight whey and WPC supplies and high prices. On the other hand, hog growers continue to take contracted and some spot volumes.

F.O.B. NORTHEAST: MILK REPLACER TFEWR

EVAPORATED MILK - NATIONAL

Prices and the market tone are unchanged. Production levels are up slightly in some plants; steady in others. Orders are good as retail sales usually peak at this time of year. Holiday baking has a big influence on sales. Plant stocks are seasonally light as producers have been filling holiday orders from their inventory. Typically, production levels cannot keep pace with the very good orders at this time of year.

DOLLARS PER 48 - 12 FLUID OUNCE CANS PER CASE DELIVERED TO MAJOR U.S. CITIES \$22.50 - 33.00
Excluding promotional and other sales allowances. Included new price announcements.

CASEIN - NATIONAL

Prices are unchanged for both casein types. The market tone is steady at current pricing levels. Market activity remains centered on contracts. Spot interest is minimal for both acid and rennet. Supplies are adequate to cover current needs.

SPOT SALES AND UP TO 3 MONTH CONTRACTS. PRICES ARE FOR EDIBLE NONRESTRICTED AND VARY ACCORDING TO MESH SIZE AND QUALITY.

| | |
|---------|-----------------|
| RENNET: | 2.1700 - 2.2500 |
| ACID: | 2.0000 - 2.1000 |

COFFEE, SUGAR, & COCOA EXCHANGE AND CHICAGO MERCANTILE EXCHANGE FUTURES

Selected settling prices, (open interest), and volume 1/

| Month | 11/20 | 11/21 | 11/24 | 11/25 | 11/26 | 11/27 | 11/28 | 12/01 | 12/02 | 12/03 |
|--------------------------------------------------|----------------|----------------|----------------|----------------|----------------|------------|----------------|----------------|----------------|----------------|
| CSCE CHEDDAR CHEESE -- Cents per pound | | | | | | | | | | |
| DEC 97 | 125.80 (10) 0 | 126.80 (10) 0 | 126.80 (10) 0 | 126.80 (10) 0 | 126.80 (10) 0 | NO TRADING | NO TRADING | 125.80 (10) 0 | 128.00 (10) 0 | 128.00 (10) 0 |
| FEB 98 | 124.10 (0) 0 | 124.10 (0) 0 | 124.10 (0) 0 | 124.10 (0) 0 | 124.10 (0) 0 | | | 123.10 (0) 0 | 125.30 (0) 0 | 125.30 (0) 0 |
| CSCE - NONFAT DRY MILK -- Cents per pound | | | | | | | | | | |
| DEC 97 | 106.00 (0) 0 | 106.00 (0) 0 | 106.00 (0) 0 | 106.00 (0) 0 | 106.00 (0) 0 | NO TRADING | NO TRADING | 106.00 (0) 0 | 106.00 (0) 0 | 106.00 (0) 0 |
| FEB 98 | 106.00 (0) 0 | 102.20 (0) 0 | 102.20 (0) 0 | 102.20 (0) 0 | 102.20 (0) 0 | | | 102.20 (0) 0 | 102.20 (0) 0 | 102.20 (0) 0 |
| CSCE - BUTTER -- Cents per lb. | | | | | | | | | | |
| DEC 97 | 105.50 (66) 0 | 105.50 (66) 0 | 105.00 (66) 0 | 105.00 (66) 0 | 112.50 (66) 0 | NO TRADING | NO TRADING | 105.00 (66) 0 | 100.50 (66) 0 | 100.50 (66) 0 |
| FEB 98 | 90.50 (0) 0 | 90.50 (0) 0 | 90.00 (0) 0 | 90.00 (0) 0 | 97.50 (0) 0 | | | 90.00 (0) 0 | 85.50 (0) 0 | 85.50 (0) 0 |
| CSCE - BFP -- Dollars per cwt. | | | | | | | | | | |
| NOV 97 | 12.74 (214) 21 | 12.78 (199) 10 | 12.80 (204) 5 | 12.80 (205) 1 | 12.73 (210) 7 | NO TRADING | NO TRADING | 12.84 (210) 0 | 12.84 (205) 0 | 12.84 (203) 2 |
| DEC 97 | 12.36 (183) 22 | 12.50 (184) 1 | 12.58 (192) 12 | 12.63 (192) 5 | 12.63 (190) 1 | | | 12.67 (190) 14 | 12.67 (192) 6 | 12.59 (195) 8 |
| JAN 98 | 12.04 (127) 4 | 12.06 (128) 3 | 12.15 (128) 2 | 12.13 (128) 3 | 12.08 (126) 6 | | | 12.16 (125) 1 | 12.16 (126) 1 | 12.13 (127) 1 |
| FEB 98 | 12.01 (88) 13 | 12.06 (88) 1 | 12.10 (90) 2 | 12.12 (90) 1 | 12.09 (88) 4 | | | 12.16 (89) 1 | 12.14 (90) 1 | 12.10 (90) 1 |
| CSCE - FLUID MILK -- Dollars per cwt. | | | | | | | | | | |
| DEC 97 | 12.12 (3) 0 | 12.12 (3) 0 | 12.13 (3) 0 | 12.20 (3) 0 | 12.20 (2) 1 | NO TRADING | NO TRADING | 12.20 (2) 0 | 12.20 (2) 0 | 12.20 (3) 0 |
| FEB 98 | 12.57 (0) 0 | 12.57 (0) 0 | 12.58 (0) 0 | 12.65 (0) 0 | 12.65 (0) 0 | | | 12.65 (0) 0 | 12.65 (0) 0 | 12.65 (0) 0 |
| CME - BUTTER -- Cents per pound | | | | | | | | | | |
| FEB 98 | 108.00 (33) 1 | 108.25 (4) 5 | 108.50 (33) 2 | 108.55 (33) 0 | 109.50 (33) 0 | NO TRADING | 107.00 (34) 4 | 106.75 (35) 2 | 104.30 (35) 0 | 104.30 (35) 2 |
| MAR 98 | 109.45 (17) 0 | 110.00 (17) 2 | 111.50 (17) 1 | 111.50 (17) 1 | 110.50 (17) 0 | | 108.50 (17) 4 | 108.30 (19) 3 | 107.00 (19) 0 | 107.00 (21) 3 |
| CME - BFP -- Dollars per cwt. | | | | | | | | | | |
| NOV 97 | 12.76 (229) 54 | 12.80 (192) 47 | 12.80 (188) 20 | 12.77 (214) 2 | 12.75 (214) 38 | NO TRADING | 12.85 (226) 34 | 12.85 (209) 54 | 12.85 (220) 28 | 12.85 (222) 6 |
| DEC 97 | 12.44 (151) 15 | 12.55 (166) 49 | 12.61 (162) 23 | 12.62 (166) 13 | 12.61 (154) 16 | | 12.69 (132) 7 | 12.69 (134) 5 | 12.62 (126) 12 | 12.62 (131) 10 |
| JAN 98 | 12.02 (154) 13 | 12.04 (149) 24 | 12.10 (146) 3 | 12.08 (154) 8 | 12.05 (154) 6 | | 12.12 (156) 4 | 12.10 (156) 5 | 12.10 (156) 0 | 12.10 (157) 7 |
| FEB 98 | 12.02 (43) 23 | 12.05 (49) 6 | 12.13 (51) 4 | 12.12 (51) 4 | 12.11 (52) 6 | | 12.15 (52) 3 | 12.14 (53) 3 | 12.12 (56) 7 | 12.12 (59) 5 |
| MAR 98 | 12.02 (51) 15 | 12.05 (49) 8 | 12.14 (47) 2 | 12.12 (47) 3 | 12.12 (47) 2 | | 12.15 (48) 1 | 12.15 (50) 3 | 12.13 (50) 1 | 12.14 (50) 1 |
| CME - CHEDDAR CHEESE -- Cents per pound | | | | | | | | | | |
| NOV 97 | 139.00 (14) 1 | 139.00 (14) 0 | 139.00 (14) 0 | 139.25 (14) 0 | 139.25 (14) 2 | NO TRADING | 139.25 (14) 0 | 139.25 (14) 0 | 139.00 (14) 0 | 139.00 (14) 0 |
| JAN 98 | 129.50 (164) 0 | 130.00 (164) 0 | 130.00 (167) 5 | 130.25 (167) 0 | 129.90 (167) 0 | | 129.90 (167) 0 | 129.90 (167) 0 | 130.50 (167) 0 | 130.25 (167) 1 |

1/ Open interest for NDM and cheddar -- 4 contracts equal 40,000 pounds. Open interest for fluid milk (at both exchanges) -- 1 contract equals 50,000 pounds. For more detailed information, you may call our automated voice system at 608-224-5088 or the CSCE's Soft Fax at 212-742-6111.

INTERNATIONAL DAIRY MARKET NEWS

Information gathered November 24 - December 5, 1997

Prices are U.S. Dollars per MT, F.O.B. port. Information gathered for this report is from trades, offers to sell, and secondary data. This bi-weekly report may not always contain the same products and/or regions. Future reports may be included or withdrawn depending on availability of information. MT = metric ton = 2,204.6 pounds.

WESTERN AND EASTERN EUROPE

OVERVIEW: WESTERN EUROPE: In late November, the EU reduced the export bonus for butter and butteroil, reportedly the net effect being the raising prices by about \$100 US (depending on currency exchange rates). The higher prices have reached levels of increased buyer resistance. Demand remains good for seasonal dairy products prior to the year end holidays. Little milk is available for drying (industrial) use as commercial demand remains strong. Filling previously made domestic and export contracts, particularly Russian, is keeping butter supplies tight. New Russian interest is quiet as most of their orders for the holidays are already in the pipeline, especially for delivery late in the year when domestic orders have been filled. Milk production is generally at around the low point in the cycle.

BUTTER/BUTTEROIL: The butter market remains firm and prices are steady to higher. Supplies remain tight as sellers continue to work to fill the previous orders for domestic holiday needs as well as for export interest. Strong competition for milk for commercial use is hindering production. Little new interest is noted for next year as prices are at levels of increased buyer resistance.

| | |
|----------------|---------------|
| 82% BUTTERFAT: | 2,100 - 2,300 |
| 99% BUTTERFAT: | 2,600 - 2,730 |

SKIM MILK POWDER (SMP): The current supply situation has improved after recent powder sales to Mexico. Production has been seasonally strong as producers attempt to meet good internal and export commitments for butter.

| | |
|------------------|---------------|
| 1.25% BUTTERFAT: | 1,600 - 1,775 |
|------------------|---------------|

WHOLE MILK POWDER (WMP): The whole milk market remains mostly firm. Supplies remain tight as current drying schedules remain seasonally light. The continued efforts to fill butter and cheese orders are limiting the volume available for whole milk production. Some producers will not have new powder available until after Christmas when milk available for drying may be more available.

| | |
|----------------|---------------|
| 26% BUTTERFAT: | 1,850 - 2,040 |
|----------------|---------------|

SWEET WHEY POWDER: The whey market remains firm, with prices generally higher within the range. Demand is improved. Production and offerings remain light due to milk supplies being near the annual low point.

| | |
|-----------------|-----------|
| NONHYGROSCOPIC: | 600 - 675 |
|-----------------|-----------|

EASTERN EUROPE: Most activity centers on filling domestic orders for year end holidays. Buyer resistance to current prices is limiting export interest. Milk receipts continue to trend lower.

OCEANIA

OVERVIEW: Prospects for export interest early next year are not as bright as demand may soften early in the new year. Russian butter sales may decline after current orders are shipped. Milk production is trending lower in both Australia and New Zealand. A recent heat wave in Australia, with some reported temperatures exceeding 100 degrees F, cut further into milk receipts. Rainfall has often been limited, hurting pasture conditions. Concerns continue over possible drought due to El Nino. Continued uncertainty in Asian currency and financial markets may affect demand for dairy products in 1998.

BUTTER: The butter market remains firm with prices unchanged to higher on the lower end of the range. Supplies remain tight. Most current production is fully committed to fill orders made previously. Some unsettledness continues for early 1998 due to currency and financial market problems in parts of the Far East and how that may affect demand.

| | |
|----------------|---------------|
| 82% BUTTERFAT: | 1,800 - 1,900 |
|----------------|---------------|

CHEDDAR CHEESE: Prices are mostly steady. Supplies range from in balance to fully adequate. The strong demand for butter has helped to reduce the fluid volume available for cheese production.

| | |
|-----------------------|---------------|
| 39% MAXIMUM MOISTURE: | 2,050 - 2,250 |
|-----------------------|---------------|

SKIM MILK POWDER (SMP): Prices are mixed and the market tone is unsettled. The extra skim milk produced by the switch caused by producing more butter, combined with the recent EU subsidy change, and nervous Far Eastern buyers, have made export prices very competitive. Additional volumes are available.

| | |
|------------------|---------------|
| 1.25% BUTTERFAT: | 1,625 - 1,700 |
|------------------|---------------|

WHOLE MILK POWDER (WMP): The whole milk market is fully steady though prices are steady to higher within the range. Supplies remain tight as some fluid volumes that would normally be used for whole milk were used for butter/powder production.

| | |
|----------------|---------------|
| 26% BUTTERFAT: | 1,725 - 1,850 |
|----------------|---------------|

Exchange rates for selected foreign currencies: December 1, 1997

| | |
|----------------------|--------------------------|
| .4994 Dutch Guilder | .5622 German Mark |
| .1681 French Franc | .6102 New Zealand Dollar |
| .1224 Mexican Peso | .6766 Australian Dollar |
| 1.6855 British Pound | .0078 Japanese Yen |
| .2808 Polish Zloty | |

To compare the value of 1 US Dollar to Mexican Pesos: (1/.1224) = 8.1699. That is 1 US Dollar equals 8.1699 Mexican Pesos.

Source: *Wall Street Journal*

MONTHLY SUMMARY AND AVERAGES FOR NOVEMBER 1997 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

| COMMODITY | REPORT NUMBER 45 | REPORT NUMBER 46 | REPORT NUMBER 47 | REPORT NUMBER 48 | 1997 | 1996 |
|-----------------------------------------------------------------------------------------------|------------------|------------------|------------------|------------------|----------|----------|
| | NOV 03 - 07 | NOV 10 - 14 | NOV 17 - 21 | NOV 24 - 28 | Average | Average |
| | | | | | or Total | or Total |
| BUTTER | | | | | | |
| CHICAGO (WSP) 2/ (Delivered in Bulk in Fiber Boxes) (Prices Issued Tues, Thurs and Fri) | | | | | | |
| TUESDAY | | | | | | |
| -- Grade AA | 1.5750 - 1.5850 | 1.5750 - 1.5850 | 1.6000 - 1.6100 | 1.6000 - 1.6100 | | |
| -- Grade A | 1.4700 - 1.4800 | 1.4700 - 1.4800 | 1.4950 - 1.5050 | 1.4950 - 1.5050 | | |
| THURSDAY | | | | | | |
| -- Grade AA | 1.5750 - 1.5850 | 1.5750 - 1.5850 | 1.6000 - 1.6100 | 1.6000 - 1.6100 | | |
| -- Grade A | 1.4700 - 1.4800 | 1.4700 - 1.4800 | 1.4950 - 1.5050 | 1.4950 - 1.505 | | |
| FRIDAY | | | | | | |
| -- Grade AA | 1.5750 - 1.5850 | 1.5750 - 1.5850 | 1.6000 - 1.6100 | 1.6000 - 1.6100 | 1.5925 | 0.8579 |
| -- Grade A | 1.4700 - 1.4800 | 1.4700 - 1.4800 | 1.4950 - 1.5050 | 1.4950 - 1.5050 | 1.4875 | 0.7412 |
| CHICAGO MERCANTILE EXCHANGE 3/ | | | | | | |
| -- Grade AA | 1.5750 | 1.6000 | 1.6000 | 1.6000 | 1.5892 | 0.8248 |
| -- Grade A | 1.4700 | 1.4950 | 1.4950 | 1.4950 | 1.4842 | 0.7147 |
| -- Grade B | 1.4700 | 1.4950 | 1.4950 | 1.4950 | 1.4842 | 0.6870 |
| CENTRAL STATES PRINT (f.o.b. LTL) | | | | | | |
| -- Grade AA, 1/4 Lb. Prints | 1.6750 - 2.0825 | 1.6750 - 2.0825 | 1.7000 - 2.1075 | 1.7000 - 2.1075 | 1.8913 | 1.1659 |
| -- Grade AA, 1 Lb. Prints | 1.6400 - 1.8025 | 1.6400 - 1.8025 | 1.6650 - 1.8275 | 1.6650 - 1.8275 | 1.7338 | 1.0084 |
| -- Grade AA, Chips/Patties | 1.6650 - 1.8750 | 1.6650 - 1.8750 | 1.6900 - 1.9000 | 1.6900 - 1.9000 | 1.7825 | 1.0571 |
| -- Grade AA, Reddies | 1.7500 - 1.9850 | 1.7500 - 1.9850 | 1.7750 - 2.0100 | 1.7750 - 2.0100 | 1.8800 | 1.1534 |
| -- Grade AA, Continentals | 1.9050 - 2.0950 | 1.9050 - 2.0950 | 1.9300 - 2.1200 | 1.9300 - 2.1200 | 2.0125 | 1.2871 |
| NORTHEAST PRINT (Delivered, LTL) | | | | | | |
| -- Grade AA, 1/4 Lb. Prints | 1.7850 - 2.0325 | 1.7850 - 2.0325 | 1.8100 - 2.0575 | 1.8100 - 2.0575 | 1.9213 | 1.1859 |
| -- Grade AA, 1 Lb. Prints | 1.7000 - 1.8825 | 1.7000 - 1.8825 | 1.7250 - 1.9075 | 1.7250 - 1.9075 | 1.8038 | 1.0799 |
| -- Grade AA, Chips/Patties | 1.7625 - 1.9425 | 1.7625 - 1.9425 | 1.7875 - 1.9675 | 1.7875 - 1.9675 | 1.8650 | 1.1346 |
| -- Grade AA, Reddies | 1.8375 - 2.0325 | 1.8375 - 2.0325 | 1.8625 - 2.0575 | 1.8625 - 2.0575 | 1.9475 | 1.2271 |
| -- Grade AA, Continentals | 1.9175 - 2.0925 | 1.9175 - 2.0925 | 1.9425 - 2.1175 | 1.9425 - 2.1175 | 2.0175 | 1.2921 |
| CALIFORNIA PRINT (Delivered, LTL) | | | | | | |
| -- Grade AA, 1/4 Lb. Prints | 1.8575 - 1.9050 | 1.8575 - 1.9050 | 1.8825 - 1.9300 | 1.8825 - 1.9300 | 1.8938 | 1.1778 |
| -- Grade AA, 1 Lb. Prints | 1.7875 - 1.8475 | 1.7875 - 1.8475 | 1.8125 - 1.8725 | 1.8125 - 1.8725 | 1.8300 | 1.1117 |
| -- Grade AA, Patties | 1.8300 - 1.9950 | 1.8300 - 1.9950 | 1.8550 - 2.0200 | 1.8550 - 2.0200 | 1.9250 | 1.2109 |
| -- Grade AA, Reddies | 1.9550 - 1.9725 | 1.9550 - 1.9725 | 1.9800 - 1.9975 | 1.9800 - 1.9975 | 1.9763 | 1.2534 |
| CALIFORNIA PLANTS PRINT (f.o.b. LTL) | | | | | | |
| -- Grade AA, 1/4 Lb. Prints | 1.5725 - 1.6125 | 1.5725 - 1.6125 | 1.5975 - 1.6375 | 1.5975 - 1.6375 | 1.6050 | 0.8985 |
| CHEESE | | | | | | |
| CHICAGO MERCANTILE EXCHANGE 3/ | | | | | | |
| -- Barrels | 1.3575 | 1.3275 | 1.3050 | 1.3000 | 1.3304 | 1.2029 |
| -- 40# Blocks | 1.4025 | 1.4100 | 1.4250 | 1.4325 | 1.4129 | 1.3245 |
| WISCONSIN ASSEMBLY POINTS (f.o.b.) | | | | | | |
| -- Cheddar Barrels | 1.3650 - 1.3775 | 1.3650 - 1.3775 | 1.3275 - 1.3475 | 1.3050 - 1.3250 | 1.3494 | 1.2155 |
| -- Cheddar 40# Blocks | 1.4250 - 1.4325 | 1.4250 - 1.4375 | 1.4350 - 1.4450 | 1.4500 - 1.4600 | 1.4383 | 1.3393 |
| WISCONSIN (WSP, Delivered, LTL) | | | | | | |
| -- Process American 5# Loaf | 1.4975 - 1.6800 | 1.4975 - 1.6800 | 1.4975 - 1.6600 | 1.4975 - 1.6600 | 1.5838 | 1.6131 |
| -- Brick And/Or Muenster 5# | 1.6600 - 1.8550 | 1.6600 - 1.8600 | 1.6900 - 1.8675 | 1.6900 - 1.8825 | 1.7703 | 1.7933 |
| -- Cheddar 40# Block | 1.6475 - 1.9150 | 1.6525 - 1.9150 | 1.6600 - 1.9150 | 1.6750 - 1.9150 | 1.7866 | 1.7714 |
| -- Monterey Jack 10# | 1.8475 - 1.9150 | 1.8525 - 1.9150 | 1.8600 - 1.9150 | 1.8750 - 1.9150 | 1.8866 | 1.8851 |
| -- Blue 5# | 2.0000 - 2.2000 | 2.0050 - 2.2000 | 2.0125 - 2.2300 | 2.0275 - 2.2300 | 2.1128 | 2.1294 |
| -- Mozzarella 5 - 6# | 1.7400 - 1.9150 | 1.7400 - 1.9150 | 1.7700 - 1.9150 | 1.7700 - 1.9150 | 1.8350 | TFEWR |
| -- Grade A Swiss Cuts 6 - 9# | 2.2000 - 2.4850 | 2.2500 - 2.4850 | 2.2800 - 2.4850 | 2.2800 - 2.4850 | 2.3681 | 2.4859 |
| NORTHEAST (WSP, Delivered, LTL) | | | | | | |
| -- Cheddar 10# Prints | 1.4150 - 1.8800 | 1.4150 - 1.8850 | 1.4175 - 1.8925 | 1.4175 - 1.9075 | 1.6535 | 1.7337 |
| -- Cheddar Single Daisies | 1.3850 - 1.8850 | 1.3850 - 1.8900 | 1.3875 - 1.8975 | 1.3875 - 1.9125 | 1.6410 | 1.6311 |
| -- Cheddar 40# Block | 1.5350 - 1.6850 | 1.5400 - 1.6900 | 1.5475 - 1.6975 | 1.5625 - 1.7125 | 1.6207 | 1.5449 |
| -- Process 5# Loaf | 1.5675 - 1.7175 | 1.5675 - 1.7175 | 1.5375 - 1.6875 | 1.5150 - 1.6650 | 1.6225 | 1.5769 |
| -- Process 5# Sliced | 1.5875 - 1.7525 | 1.5875 - 1.7525 | 1.5575 - 1.7225 | 1.5350 - 1.7000 | 1.6500 | 1.5919 |
| -- Muenster | 1.5775 - 1.9725 | 1.5825 - 1.9725 | 1.5900 - 1.9750 | 1.6050 - 1.9750 | 1.7810 | 1.7074 |
| -- Grade A Swiss Cuts 10 - 14# | 2.2500 - 2.5050 | 2.2500 - 2.5050 | 2.2500 - 2.5050 | 2.2500 - 2.5050 | 2.3775 | 2.3775 |
| WEST COAST (WSP, Delivered, LTL) | | | | | | |
| -- Process 5# Loaf | 1.4975 - 1.8000 | 1.4975 - 1.8000 | 1.4975 - 1.7700 | 1.4975 - 1.7475 | 1.6388 | 1.6441 |
| -- Cheddar 40# Block | 1.5800 - 1.7300 | 1.5850 - 1.7300 | 1.5925 - 1.7300 | 1.6075 - 1.7300 | 1.6603 | 1.6894 |
| -- Cheddar 10# Cuts | 1.7500 - 1.9200 | 1.7500 - 1.9250 | 1.7500 - 1.9325 | 1.7500 - 1.9475 | 1.8403 | 1.8665 |
| -- Monterey Jack 10# | 1.7150 - 1.8825 | 1.7150 - 1.8875 | 1.7150 - 1.8950 | 1.7150 - 1.9100 | 1.8041 | 1.8226 |
| -- Grade A Swiss Cuts 6 - 9# | 2.3375 - 2.5600 | 2.3375 - 2.5600 | 2.3375 - 2.5600 | 2.3375 - 2.5600 | 2.4488 | 2.4577 |

MONTHLY SUMMARY AND AVERAGES FOR NOVEMBER 1997 1/ - (UNLESS OTHERWISE NOTED, PRICES ARE DOLLARS PER POUND, CL/TL)

| COMMODITY | REPORT NUMBER 45 NOV 03 - 07 | REPORT NUMBER 46 NOV 10 - 14 | REPORT NUMBER 47 NOV 17 - 21 | REPORT NUMBER 48 NOV 24 - 28 | 1997 Average or Total | 1996 Average or Total |
|--------------------------------------------------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|-----------------------------|-----------------------------|
| FLUID AND DRY PRODUCTS | | | | | | |
| SPOT PRICES OF CLASS II CREAM (\$ per lb. butterfat) | | | | | | |
| Delivered Equivalent: | | | | | | |
| -- Northeast | 1.9992 - 2.1756 | 2.0286 - 2.2050 | 2.0631 - 2.2425 | 1.9435 - 2.0930 | 2.0967 | 0.9791 |
| -- Atlanta | 2.0280 - 2.2092 | 2.0286 - 2.2092 | 2.0930 - 2.2724 | 2.0183 - 2.2440 | 2.1393 | 1.0727 |
| -- Upper Midwest | 1.8600 - 2.0433 | 1.8600 - 2.0433 | 2.0631 - 2.1528 | 2.0631 - 2.1528 | 2.0298 | 0.9631 |
| SPOT PRICES OF CONDENSED SKIM (\$ per lb. wet solids) | | | | | | |
| Delivered Equivalent: | | | | | | |
| -- Northeast | 1.0050 - 1.0550 | 1.0000 - 1.0350 | 0.9975 - 1.0350 | 0.9975 - 1.0350 | 1.0203 | 1.4911 |
| WISCONSIN FLUID MILK SHIPMENTS | | | | | | |
| -- Loads Shipped from Wisconsin Shipping Points | 8 | 4 | 0 | 0 | 10 | 12 |
| NATIONAL EVAPORATED MILK (\$ per Case) (Case - 48 - 12 fluid oz cans) | | | | | | |
| -- Delivered Major U.S. Cities | 22.5000 - 33.0000 | 22.5000 - 33.0000 | 22.5000 - 33.0000 | 22.5000 - 33.0000 | 27.7500 | 26.6395 |
| NONFAT DRY MILK | | | | | | |
| -- Central (f.o.b.) | | | | | | |
| -- Extra And Grade A | 1.0400 - 1.1050 | 1.0400 - 1.1050 | 1.0400 - 1.1000 | 1.0400 - 1.1000 | 1.0713 | 1.2659 |
| -- Mostly | 1.0450 - 1.0600 | 1.0450 - 1.0600 | 1.0450 - 1.0600 | 1.0450 - 1.0600 | 1.0525 | 1.2453 |
| -- West (f.o.b.) | | | | | | |
| -- Low/Medium Heat | 1.0300 - 1.0650 | 1.0300 - 1.0650 | 1.0300 - 1.0650 | 1.0300 - 1.0650 | 1.0475 | 1.1807 |
| -- Mostly | 1.0300 - 1.0500 | 1.0300 - 1.0500 | 1.0300 - 1.0500 | 1.0300 - 1.0500 | 1.0400 | 1.1758 |
| -- High Heat | 1.0600 - 1.0850 | 1.0550 - 1.0875 | 1.0550 - 1.0875 | 1.0550 - 1.0875 | 1.0716 | 1.2237 |
| -- Northeast (f.o.b.) | | | | | | |
| -- Extra & Grade A | 1.0400 - 1.1400 | 1.0400 - 1.1400 | 1.0400 - 1.1400 | 1.0400 - 1.1400 | 1.0900 | 1.2995 |
| -- Southeast (Delvd) | | | | | | |
| -- Extra & Grade A | 1.0700 - 1.0850 | 1.0700 - 1.0850 | 1.0700 - 1.0850 | 1.0700 - 1.0850 | 1.0775 | 1.2925 |
| WHEY POWDER (Nonhygroscopic) | | | | | | |
| -- Central (f.o.b.) | 0.3100 - 0.3600 | 0.3100 - 0.3350 | 0.3100 - 0.3400 | 0.3100 - 0.3425 | 0.3275 | 0.1834 |
| -- Mostly | 0.3125 - 0.3200 | 0.3150 - 0.3250 | 0.3200 - 0.3250 | 0.3200 - 0.3275 | 0.3205 | 0.1826 |
| -- West (f.o.b.) | 0.2700 - 0.3200 | 0.2700 - 0.3000 | 0.2600 - 0.3025 | 0.2700 - 0.3050 | 0.2873 | 0.1922 |
| -- Mostly | 0.2750 - 0.2800 | 0.2775 - 0.2875 | 0.2800 - 0.2925 | 0.2825 - 0.2950 | 0.2835 | 0.1866 |
| -- Northeast Extra Grade (f.o.b.) | 0.3100 - 0.3350 | 0.3100 - 0.3400 | 0.3150 - 0.3350 | 0.3200 - 0.3275 | 0.3240 | 0.1851 |
| -- Northeast Upsh Grade A(f.o.b.) | 0.3400 - 0.3575 | 0.3400 - 0.3575 | 0.3450 - 0.3575 | 0.3450 - 0.3625 | 0.3506 | 0.1949 |
| -- Southeast Extra Grade (Delvd) | 0.3325 - 0.3550 | 0.3250 - 0.3550 | 0.3200 - 0.3600 | 0.3200 - 0.3625 | 0.3413 | 0.2109 |
| WHEY PROTEIN CONCENTRATE | | | | | | |
| -- Central And West (f.o.b.) | 0.5650 - 0.6150 | 0.5650 - 0.6175 | 0.5700 - 0.6200 | 0.5700 - 0.6200 | 0.5928 | 0.6541 |
| -- Extra Grade 34% Protein | | | | | | |
| -- Mostly | 0.5950 - 0.6000 | 0.5975 - 0.6025 | 0.6000 - 0.6050 | 0.6000 - 0.6050 | 0.6006 | 0.6551 |
| ANIMAL FEED - WHEY | | | | | | |
| -- Central (f.o.b.) | | | | | | |
| -- Milk Replacer | 0.2875 - 0.3100 | 0.2875 - 0.3100 | 0.2900 - 0.3150 | 0.2900 - 0.3150 | 0.3006 | 0.1704 |
| -- Standard | TFEWR | 0.2800 - 0.3050 | 0.2800 - 0.3050 | 0.2775 - 0.3050 | TFEWR | 0.1603 |
| -- Roller Ground | 0.3175 - 0.3300 | 0.3175 - 0.3300 | 0.3250 - 0.3300 | 0.3250 - 0.3300 | 0.3256 | 0.1946 |
| -- Delactose | 0.3400 - 0.3600 | 0.3400 - 0.3650 | 0.3400 - 0.3650 | 0.3400 - 0.3650 | 0.3518 | 0.3761 |
| -- Northeast (f.o.b.) | | | | | | |
| -- Milk Replacer | TFEWR | TFEWR | TFEWR | TFEWR | TFEWR | TFEWR |
| BUTTERMILK (Min. 30% protein) | | | | | | |
| -- Central (f.o.b.) | 0.9500 - 1.0000 | 0.9500 - 0.9950 | 0.9400 - 0.9900 | 0.9400 - 0.9800 | 0.9683 | 1.2020 |
| -- West (f.o.b.) | 0.9000 - 0.9850 | 0.9000 - 0.9800 | 0.9000 - 0.9800 | 0.9000 - 0.9800 | 0.9407 | 1.2839 |
| -- Mostly | 0.9300 - 0.9450 | 0.9300 - 0.9400 | 0.9300 - 0.9400 | 0.9300 - 0.9400 | 0.9357 | TFEWR |
| -- Northeast (f.o.b.) | 0.9800 - 1.0400 | 0.9800 - 1.0300 | 0.9700 - 1.0300 | 0.9700 - 1.0000 | 1.0006 | 1.2218 |
| -- Southeast (Delvd) | 1.0000 - 1.0350 | 0.9700 - 1.0250 | 0.9700 - 1.0250 | 0.9700 - 1.0250 | 1.0031 | TFEWR |
| WHOLE MILK POWDER | | | | | | |
| -- National | | | | | | |
| -- F.O.B. Producing Plant | 1.3500 - 1.5000 | 1.3500 - 1.5000 | 1.3500 - 1.5000 | 1.3500 - 1.5000 | 1.4250 | 1.3917 |
| LACTOSE | | | | | | |
| -- Central And West (f.o.b.) | 0.1800 - 0.2600 | 0.1800 - 0.2600 | 0.1800 - 0.2600 | 0.1800 - 0.2600 | 0.2200 | 0.2217 |
| -- Mostly | 0.2000 - 0.2200 | 0.2000 - 0.2200 | 0.2000 - 0.2200 | 0.2000 - 0.2200 | 0.2100 | 0.2200 |
| CASEIN - Edible - National (f.o.b.) | | | | | | |
| -- Nonrestricted - Rennet | 2.2000 - 2.2500 | 2.1800 - 2.2500 | 2.1700 - 2.2500 | 2.1700 - 2.2500 | 2.2153 | 2.4500 |
| -- Nonrestricted - Acid | 2.0000 - 2.1000 | 2.0000 - 2.1000 | 2.0000 - 2.1000 | 2.0000 - 2.1000 | 2.0500 | 2.3276 |

1/ Prices for all products not footnoted 2/ or 3/ are issued once a week and represent a value for the entire week. Monthly averages are based on weekly prices and are time-weighted according to the number of workdays in the month - Saturdays, Sundays and National Holidays excluded. No monthly average is computed if one or more weekly prices are missing. 2/ The monthly averages are simple averages of all the prices reported during the month and are shown on the Friday line. 3/ The monthly averages are based on the exchange trading date prices and are time-weighted for each day, starting with the exchange trading date, until the next exchange trading date - Saturdays, Sundays, and National Holidays are included.

DEIP BID ACCEPTANCE
NOVEMBER 1997

| ACCEPTANCE DATE | DESTINATION | QUANTITY (MT) | DEL. PERIOD | BONUS/MT |
|--------------------------|---------------------------|------------------|-------------|------------|
| NONFAT DRY MILK | | | | |
| JULY - OCTOBER 1997 | | 55,249 | | |
| 11/03 | AFRICA & MIDDLE EAST | 160 | NOV | \$805 |
| 11/03 | CARIBBEAN, CENT & S. AM | 119 | NOV-DEC | \$770 |
| 11/05 | CARIBBEAN, CENT & S. AM | 117 | NOV-DEC | \$770 |
| 11/05 | AFRICA & MIDDLE EAST | 1,156 | DEC-APR | \$824.56 |
| 11/06 | AFRICA & MIDDLE EAST | 340 | DEC-FEB | \$825 |
| 11/07 | AFRICA & MIDDLE EAST | 640 | DEC-FEB | \$810 |
| 11/07 | CARIBBEAN, CENT & S. AM | 97 | NOV-JAN | \$752.74 |
| 11/13 | AFRICA & MIDDLE EAST | 700 | MAR-JUN | \$813 |
| 11/14 | CARIBBEAN, CENT & S. AM | 102 | NOV-FEB | \$770 |
| 11/17 | AFRICA & MIDDLE EAST | 317 | NOV-FEB | \$815.63 |
| 11/18 | CARIBBEAN, CENT & S. AM | 158 | NOV-DEC | \$790 |
| 11/19 | AFRICA & MIDDLE EAST | 18 | NOV-JAN | \$820 |
| 11/20 | AFRICA & MIDDLE EAST | 98 | NOV-FEB | \$820 |
| 11/21 | CARIBBEAN, CENT & S. AM | 37 | NOV-DEC | \$756.62 |
| 11/21 | AFRICA & MIDDLE EAST | 72 | NOV-DEC | \$800 |
| 11/26 | CARIBBEAN, CENT & S. AM | 300 | JAN-MAY | \$780 |
| 11/28 | AFRICA & MIDDLE EAST | 4,167 | NOV-MAR | \$820 |
| 11/28 | CARIBBEAN, CENT & S. AM | 7,518 | DEC-MAR | \$724.90 |
| NOVEMBER 1 - 30, 1997 | | <u>16,116</u> | | |
| PROGRAM TO DATE | | 71,365 | | |
| WHOLE MILK POWDER | | | | |
| JULY - OCTOBER 1997 | | 3,420 | | |
| 11/05 | CARIBBEAN, CENT & S. AM | 84 | NOV-DEC | \$1,155 |
| 11/13 | CARIBBEAN, CENT & S. AM | 31 | NOV-JAN | \$1,155 |
| 11/13 | AFRICA, MIDDLE EAST & FSU | 278 | NOV-MAR | \$1,178 |
| 11/14 | CARIBBEAN, CENT & S. AM | 100 | NOV-MAY | \$1,154.80 |
| NOVEMBER 1 - 30, 1997 | | <u>493</u> | | |
| PROGRAM TO DATE | | 3,913 | | |

DEIP BID ACCEPTANCE
NOVEMBER 1997

| ACCEPTANCE DATE | DESTINATION | QUANTITY (MT) | DEL. PERIOD | BONUS/MT |
|-----------------------------------------------------------------------------------|-------------------------|------------------|-------------|--------------|
| CHEESE | | | | |
| JULY - OCTOBER 1997 | | 1,048 | | |
| 11/06-P | CARIBBEAN, CENT & S. AM | 89 | NOV-JAN | \$816.98 |
| 11/14-M | AFRICA & MIDDLE EAST | 22 | DEC-JAN | \$1,035 |
| 11/17-M | AFRICA & MIDDLE EAST | 17 | DEC-JAN | \$1,125 |
| 11/19-M | AFRICA & MIDDLE EAST | 23 | NOV-JAN | \$1,052 |
| 11/19-CC | CARIBBEAN, CENT & S. AM | 47 | NOV-DEC | \$1,000 |
| 11/19-P | CARIBBEAN, CENT & S. AM | 50 | NOV-FEB | \$829 |
| 11/21-C | AFRICA & MIDDLE EAST | 100 | NOV-DEC | \$1,315 |
| 11/21-CC | CARIBBEAN, CENT & S. AM | 111 | NOV-DEC | \$1,000 |
| 11/21-P | CARIBBEAN, CENT & S. AM | 19 | NOV-DEC | \$829 |
| 11/24-P | CARIBBEAN, CENT & S. AM | 19 | NOV-FEB | \$785 |
| 11/25-P | AFRICA & MIDDLE EAST | 30 | NOV-FEB | \$760 |
| 11/26-C | ASIA & FSU | 18 | DEC-JAN | \$1,350 |
| 11/28-M | AFRICA & MIDDLE EAST | 22 | NOV-FEB | \$1,085 |
| NOVEMBER 1 - 30, 1997 | | <u>567</u> | | |
| PROGRAM TO DATE | | 1,615 | | |
| C-CHEDDAR, G-GOUDA, M-MOZZARELLA, P-PROCESSED AMERICAN CHEESE, CC-CREAM CHEESE | | | | |
| BUTTEROIL/ANHYDROUS MILKFAT | | | | |
| JULY - OCTOBER 1997 | | 12,286* | | |
| 11/14-A | AFRICA & MIDDLE EAST | 308 | JAN-FEB | \$1,750 |
| 11/14-A | ASIA & FSU | 190 | FEB-MAR | \$1,750 |
| 11/14-A | CARIBBEAN, CENT & S. AM | 55 | JAN-APR | \$1,725 |
| 11/18-A | AFRICA & MIDDLE EAST | 110 | JAN-APR | \$1,750 |
| 11/21-B | ASIA & FSU | 500 | JAN-JUN | \$1,215 |
| 11/24-A | CARIBBEAN, CENT & S. AM | 570 | JAN-FEB | \$1,728 |
| 11/26-B | CARIBBEAN, CENT & S. AM | 10 | NOV-MAR | \$1,200 |
| NOVEMBER 1 - 30, 1997 | | <u>2,050*</u> | | |
| PROGRAM TO DATE | | 14,339* | | |
| A.-ANHYDROUS, O-BUTTEROIL, B-BUTTER | | | | |
| *TOTALS DO NOT ADD DUE TO CONVERSION OF ANHYDROUS /BUTTEROIL TO BUTTER EQUIVALENT | | | | |
| PROGRAM-TO-DATE | | | | |
| TOTAL MT | | | | 91,232 |
| TOTAL BONUS VALUE | | | | \$82,002,000 |

Exporters of U.S. milk powder, butterfat and cheddar cheese are aided under the Dairy Export Incentive Program (DEIP), created by Food Security Act of 1985 and extended by the Food, Agriculture, Conservation, and Trade Act of 1990. Export sales are facilitated through payment of bonuses by the U.S. Department of Agriculture's Commodity Credit Corporation. Sales of dairy products will be made through normal commercial channels at competitive world prices. For further information call L.T. McElvain, (202) 720-6211. Conversion: 1 metric ton (MT) = 2,204.6 pounds.

July 1, 1997 started a one year program for the DEIP allocations. Refer to Volume 64 report 27 pages 13 & 14 for country qualifications.

SOURCE: FOREIGN AGRICULTURAL SERVICE

CCC PURCHASES OF DAIRY PRODUCTS

| :FOR THE PERIOD OF NOVEMBER 26 - DECEMBER 5, 1997: | | | | | | : CUMULATIVE TOTALS : | | | : UNCOMMITTED INVENTORIES : | | | | |
|----------------------------------------------------|--|-----------------|-----|---------------|-----------|-----------------------|-----|-----------------|-----------------------------|-------------------|-----|-----------------|-----|
| : TOTAL : | | : CONTRACT : | | : ADJUSTED : | | : SINCE : | | : SAME PERIOD : | | : PERIOD ENDING : | | : SAME PERIOD : | |
| : PURCHASES : | | : ADJUSTMENTS : | | : PURCHASES : | | : 10/01/97 : | | : LAST YEAR : | | : 11/28/97 : | | : LAST YEAR : | |
| <u>BUTTER</u> | | | | | | | | | | | | | |
| Bulk | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| Packaged | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| <u>TOTAL</u> | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| <u>CHEESE</u> | | | | | | | | | | | | | |
| Block | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| Barrel | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| Process | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| <u>TOTAL</u> | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| <u>NONFAT DRY MILK</u> | | | | | | | | | | | | | |
| Nonfortified | | 773,814 | -0- | 773,814 | 1,630,207 | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| Fortified | | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |
| <u>TOTAL</u> | | 773,814 | -0- | 773,814 | 1,630,207 | -0- | -0- | -0- | -0- | -0- | -0- | -0- | -0- |

MILK EQUIVALENT, MILKFAT AND SKIM SOLIDS BASIS, OF ADJUSTED PURCHASES (MILLION POUNDS)

| | | | | MILKFAT* | SKIM** | | | | | MILKFAT* | SKIM** |
|--------------------------------------------|--|--|--|----------|--------|------------------------------------|--|--|--|----------|--------|
| | | | | BASIS | SOLIDS | | | | | BASIS | SOLIDS |
| PERIOD OF NOVEMBER 26 - DECEMBER 5, 1997 = | | | | 0.2 | 9.0 | COMPARABLE WEEK IN 1996 = | | | | 0.0 | 0.0 |
| CUMULATIVE SINCE OCTOBER 1, 1997 = | | | | 0.4 | 19.0 | CUMULATIVE SAME PERIOD LAST YEAR = | | | | 0.0 | 0.0 |
| CUMULATIVE JANUARY 1 - DECEMBER 5, 1997 = | | | | 25.0 | 409.4 | COMPARABLE CALENDAR YEAR 1996 = | | | | 0.0 | 0.0 |

* Factors used for Milkfat Solids Basis: Butter times 21.80; Cheese times 9.23; and Nonfat Dry Milk times 0.22

**Factors used for Skim Solids Basis: Butter times 0.12; Cheese times 9.90; and Nonfat Dry Milk times 11.64

CCC ADJUSTED PURCHASES SINCE 10/1/97 AND SAME PERIOD LAST YEAR (POUNDS) AND MILK EQUIVALENT AS A PERCENT OF TOTAL

| : BUTTER : | | | : CHEESE : | | | : NONFAT DRY MILK : | | | : MILK EQUIVALENT : | | |
|--------------|-----|--|-------------|--|-----|---------------------|--|-----|---------------------|--|-----|
| : 1997/98 : | | | : 1996/97 : | | | : 1997/98 : | | | : 1996/97 : | | |
| MIDWEST | -0- | | -0- | | -0- | -0- | | -0- | 0.0 | | 0.0 |
| WEST | -0- | | -0- | | -0- | 1,520,032 | | -0- | 93.3 | | 0.0 |
| EAST | -0- | | -0- | | -0- | 110,175 | | -0- | 6.7 | | 0.0 |
| <u>TOTAL</u> | -0- | | -0- | | -0- | 1,630,207 | | -0- | 100.0 | | 0.0 |

SUPPORT PURCHASE PRICES FOR DAIRY PRODUCTS PRODUCED ON OR AFTER JANUARY 1, 1997MANUFACTURING MILK: Average Test 3.67% - \$10.20 per cwt.; 3.5% - \$10.10DOLLARS PER POUNDBUTTER: Bulk \$.6500; 1# Prints \$.6800CHEESE: 40 & 60# Blocks \$1.1300; 500# Barrels \$1.1000; Process American 5# \$1.1825; Process American 2# \$1.2225NONFAT DRY MILK: Nonfortified \$1.0470; Fortified \$1.0570; Instant \$1.2045Dairy Cow & Total Cow Slaughter under Federal Inspection, by Regions & U.S., for Week Ending 11/15/97 & Comparable Week 1996 (1/ 2/)

| Regions* | | | | | | | | | | | |
|------------------------------------------------|-----|-----|-----|------|------|------|------|------|------|-----|-------|
| : 1 : 2 : 3** : 4** : 5 : 6 : 7 : 8 : 9 : 10 : | | | | | | | | | | | |
| : U.S. TOTAL : % DAIRY OF ALL : | | | | | | | | | | | |
| 1997-Dairy cows HD (000) | 0.4 | 1.6 | --- | 14.3 | 26.4 | 3.1 | 3.6 | 0.8 | 10.0 | 2.6 | 62.7 |
| 1996-Dairy cows HD (000) | 0.4 | 1.5 | --- | 15.1 | 29.5 | 2.7 | 4.1 | 1.0 | 8.9 | 2.5 | 65.8 |
| 1997-All cows HD (000) | 0.4 | 1.7 | --- | 29.6 | 37.7 | 22.3 | 23.3 | 10.6 | 13.4 | 7.7 | 146.8 |
| 1996-All cows HD (000) | 0.4 | 1.6 | --- | 32.8 | 40.3 | 27.4 | 27.0 | 14.7 | 13.6 | 8.5 | 166.3 |

: WEEK :SINCE JAN 1: WEEK : SINCE JAN 1

42.7 45.6

39.6 42.9

5,615.7

6,177.0 **REGION 3 & 4 COMBINED**

SOURCE: The slaughter data are gathered and tabulated in a cooperative effort by the Agricultural Marketing Service, The Food Safety and Inspection Service, and the National Agricultural Statistics Service, all of USDA.

1/ States included in regions are as follows: Region 1--ME, NH, VT, CT, MA, and RI; Region 2--NY and NJ; Region 3--DE, PA, WV, VA, and MD; Region 4--KY, TN, NC, SC, GA, AL, MS, and FL; Region 5--MI, OH, IN, IL, WI, and MN; Region 6--TX, OK, NM, AR, and LA; Region 7--IA, NB, KS, and MO; Region 8--MT, WY, CO, UT, ND, and SD; Region 9--CA, NV, AZ, and HA; Region 10--ID, OR, and WA. 2/ Totals may not add due to rounding.

CCC MARKET PRICE PURCHASES (POUNDS) 11/25/97

| | |
|---------------|---------------------------|
| <u>CHEESE</u> | <u>JANUARY DELIVERY</u> |
| PROCESS | |
| SLICED | 1,465,200 \$1.3100-1.3997 |

CCC MARKET PRICE INVITATION (POUNDS) 11/25/97

| | | |
|----------------------|---------|-------------------------------------------------------------------|
| CHEESE | | OFFERS ARE DUE DECEMBER 8. PUBLIC RELEASE IS AT 4:00 DECEMBER 11. |
| PROCESS | | |
| AMERICAN/SKIM | 158,400 | |
| BLEND 6/5 LB. SLICED | | |

CUMULATIVE TOTAL CHEESE PURCHASES SINCE 10/1/97 = 22,441,163

CUMULATIVE TOTAL NDM PURCHASES SINCE 10/1/97 = 85,979

BASIC FORMULA PRICE (BFP), MAY 1995* TO DATE & HISTORIC M-W (3.5% BF, \$/CWT.)

| YEAR | : JAN. | : FEB. | : MAR. | : APR. | : MAY | : JUN. | : JUL. | : AUG. | : SEP. | : OCT. | : NOV. | : DEC. |
|------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| 1994 | 12.41 | 12.41 | 12.77 | 12.99 | 11.51 | 11.25 | 11.41 | 11.73 | 12.04 | 12.29 | 11.86 | 11.38 |
| 1995 | 11.35 | 11.79 | 11.89 | 11.16 | *11.12 | 11.42 | 11.23 | 11.55 | 12.08 | 12.61 | 12.87 | 12.91 |
| 1996 | 12.73 | 12.59 | 12.70 | 13.09 | 13.77 | 13.92 | 14.49 | 14.94 | 15.37 | 14.13 | 11.61 | 11.34 |
| 1997 | 11.94 | 12.46 | 12.49 | 11.44 | 10.70 | 10.74 | 10.86 | 12.07 | 12.79 | 12.83 | | |